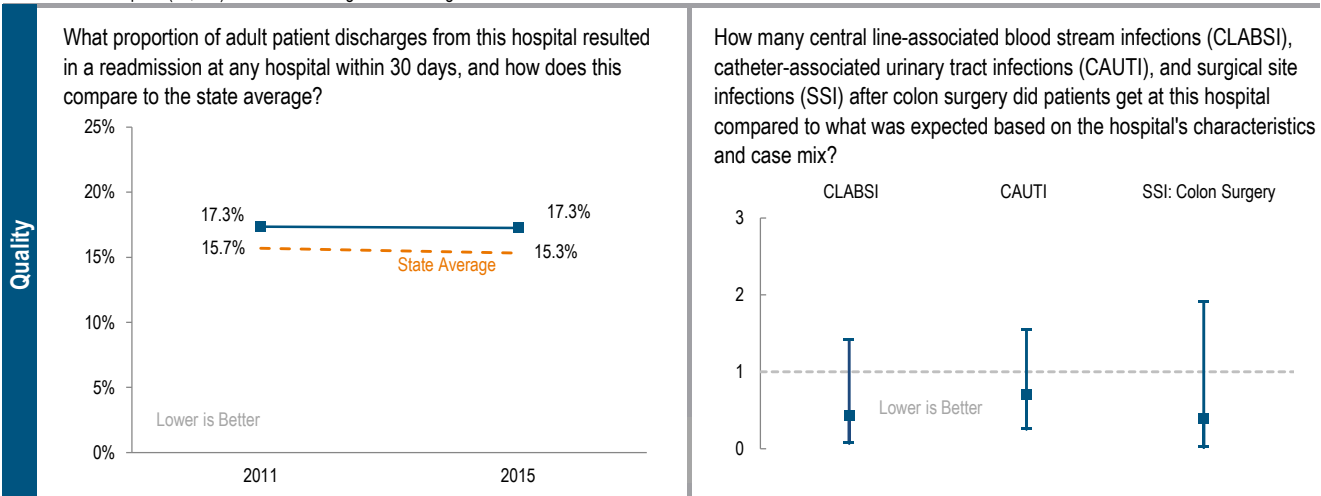
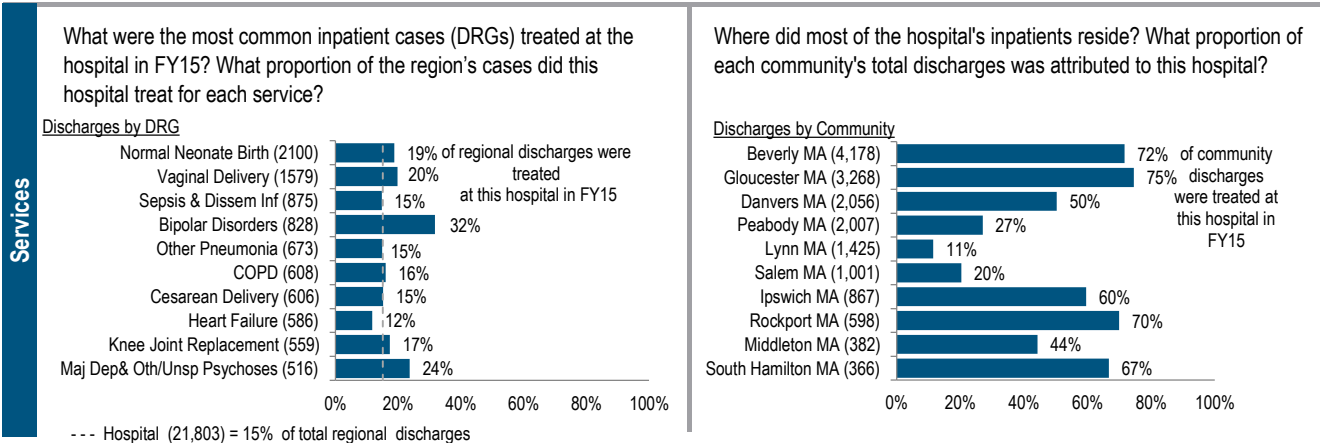


Northeast Hospital, which includes Addison Gilbert Hospital and Beverly Hospital campuses, is a nonprofit community hospital located in the Northeastern Massachusetts region. It is among the larger acute hospitals in Massachusetts, and has been a member of the Lahey Health System since 2012. Inpatient visits at the hospital increased 2.8% from FY11 to FY15, while the median inpatient discharges among peer cohort hospitals decreased 4.8%. Northeast Hospital earned a profit each year from FY11 to FY15, with a total margin of 3.9% in FY15; this was slightly higher than the 3.4% median for its peer cohort.

At a Glance	Overview / Size	
	Hospital System Affiliation:	Lahey Health System
	Change in Ownership (FY11-FY15):	Lahey Health - 2012
	Total Staffed Beds:	404, among the larger acute hospitals
	% Occupancy:	68.7%, > cohort avg. (64%)
	Special Public Funding:	CHART ^a , ICB ^b
	Trauma Center Designation:	Adult: Level 3
	Case Mix Index:	0.80, < cohort avg. (0.81); < statewide (1.00)
	Financial	
	Inpatient NPSR per CMAD:	\$10,396
	Change FY14-FY15:	2.9%
	Inpatient:Outpatient Revenue in FY15:	37%:63%
	Outpatient Revenue in FY15:	\$160,836,630
	Change FY14-FY15:	4.0%
	Total Revenue in FY15:	\$351,529,005
	Total Surplus (Loss) in FY15:	\$13,882,951
	Payer Mix	
	Public Payer Mix:	61.9% (Non-HPP* Hospital)
	CY15 Commercial Relative Price:	0.87
	Top 3 Commercial Payers:	Blue Cross Blue Shield of MA Harvard Pilgrim Health Care Tufts Health Plan
	Utilization	
	Inpatient Discharges in FY15:	21,803
	Change FY14-FY15:	0.7%
	Emergency Department Visits in FY15:	64,227
	Change FY14-FY15:	2.4%
	Outpatient Visits in FY15:	169,463
	Change FY14-FY15:	2.2%
	Quality	
	Readmission Rate in FY15:	17.3%
	Change FY11-FY15 (percentage points):	-0.1%
	Early Elective Deliveries Rate (Jan 2015-Jun 2016):	0.0%



For descriptions of the metrics, please see the technical appendix.

2015 HOSPITAL PROFILE: NORTHEAST HOSPITAL

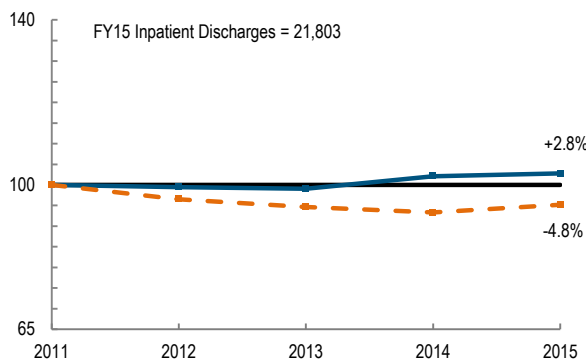
Cohort: Community Hospital

Key:

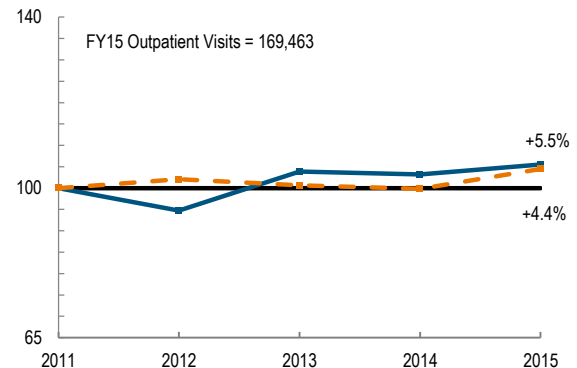


Utilization

How has the volume of the hospital's inpatient discharges changed compared to FY11, and how does this compare to the hospital's peer cohort median? (FY11=100)

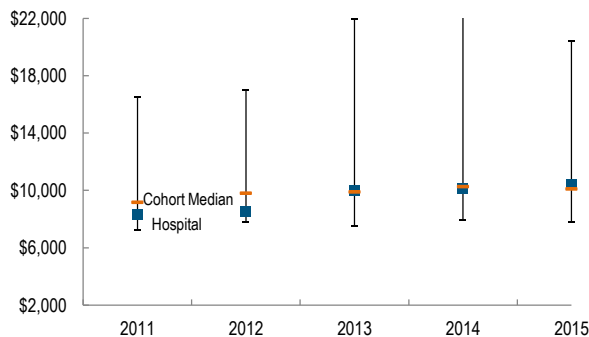


How has the volume of the hospital's outpatient visits changed compared to FY11, and how does this compare to the hospital's peer cohort median? (FY11=100)

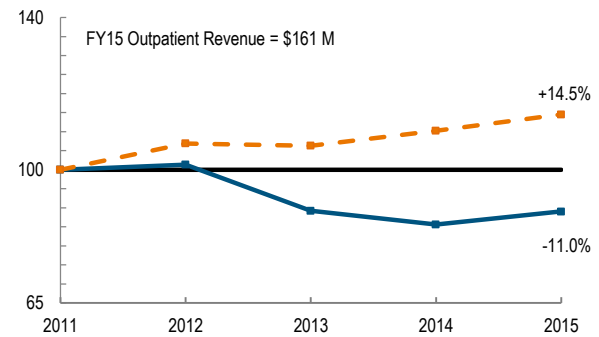


Patient Revenue Trends

What was the hospital's net inpatient service revenue per case mix adjusted discharge between FY11 and FY15, and how does this compare to the hospital's peer cohort median?



How has the hospital's total outpatient revenue changed compared to FY11, and how does this compare to the hospital's peer cohort median? (FY11=100)



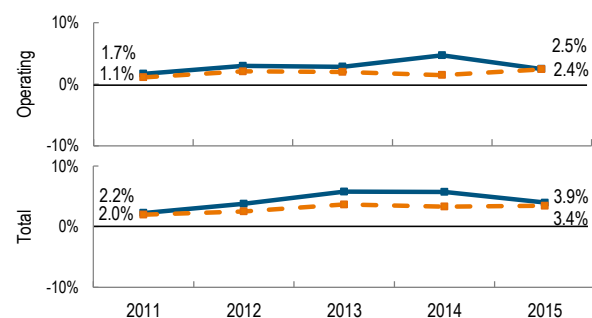
Financial Performance

How have the hospital's total revenue and costs changed between FY11 and FY15?

Revenue, Cost, & Profit/Loss (in millions)

FY	2011	2012	2013	2014	2015
Operating Revenue	\$ 316	\$ 330	\$ 321	\$ 333	\$ 346
Non-Operating Revenue	\$ 2	\$ 3	\$ 10	\$ 3	\$ 5
Total Revenue	\$ 318	\$ 333	\$ 331	\$ 337	\$ 352
Total Costs	\$ 311	\$ 320	\$ 312	\$ 317	\$ 338
Total Profit (Loss)	\$ 7.1	\$ 12.6	\$ 19.1	\$ 19.2	\$ 13.9

What were the hospital's total margin and operating margins between FY11 and FY15, and how do these compare to the hospital's peer cohort medians?



For descriptions of the metrics, please see the technical appendix.

^a For more information on Infrastructure and Capacity Building (ICB) special funding, please contact the Massachusetts Executive Office of Health and Human Services (EOHHS).

* High Public Payer Hospitals (HPP) receive a minimum of 63% of gross patient service revenue from public payers.

[^] For more information on Community Hospital Acceleration, Revitalization and Transformation (CHART) special funding, please contact the Health Policy Commission (HPC).